



**HTED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

### ANNUAL AUDITED REPORT **FORM X-17A-5** PART III

Exhibit I Page 1 of 14

OMB APPROVAL

OMB Number: 3235-0123 Expires: October 31, 2004

Estimated average burden hours per response.....12.00

SEC FILE NUMBER

8-37664

#### **FACING PAGE**

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	01/01/03	AND ENDING	12/31/03
	MM/DD/YY		MM/DD/YY
A. RE	GISTRANT IDENTII	FICATION	
NAME OF BROKER-DEALER: TLS FI	nancial Services,	Inc.	OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BU	SINESS: (Do not use P.O	Box No.) RECD S.E.C	FIRM I.D. NO.
920 Pr	ovidence Road	MAR 7 200	
	(No. and Street)	1	
Towson	, MD 21286-2977		
(City)	(State)		de)
NAME AND TELEPHONE NUMBER OF P	ERSON TO CONTACT II	N REGARD TO THIS REI	PORT
Thomas	L. Schmidt		410-825-1295
			(Area Code - Telephone Number)
B. ACC	COUNTANT IDENTI	FICATION	
INDEPENDENT PUBLIC ACCOUNTANT Clifton	whose opinion is containe Gunderson LLP (Name - if individual, state la.		
100 W. Pennsylvania Avenue	Towson	Maryland	21204
(Address) CHECK ONE:	(City)	(State)	(Zip Code)
☑ Certified Public Accountant			<b>ADOCESSED</b>
☐ Public Accountant			PROCESS
Accountant not resident in Un	ited States or any of its po	essessions.	PROCESSED MAR 25 2004
	FOR OFFICIAL USE	ONLY	THOMSON

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2).

### OATH OR AFFIRMATION

of December 31, 2003	, as , 20 , are true and correct. I further swear (or affirm) that
	ietor, principal officer or director has any proprietary interest in any account
classified solely as that of a customer, excep	,
•	
	n Polit
	Minas of Symax
	Signaturé
	President
and the second of the second o	Title
Sarbara Cardinal	
Saulitaria andir Ind	$^{\prime}$ o
Matama Dublia	
Notary Public	
/ Notary Public  This report ** contains (check all applicable	
Notary Public  This report ** contains (check all applicable  (a) Facing Page.	
Notary Public  This report ** contains (check all applicable  (a) Facing Page.  区 (b) Statement of Financial Condition.	
Notary Public  This report ** contains (check all applicable  (a) Facing Page.  (b) Statement of Financial Condition.  (c) Statement of Income (Loss).	e boxes):
Notary Public  This report ** contains (check all applicable  (a) Facing Page.  (b) Statement of Financial Condition.  (c) Statement of Income (Loss).  (d) Statement of Changes in Financial (	e boxes): Condition.
Notary Public  This report ** contains (check all applicable (a) Facing Page.  (b) Statement of Financial Condition. (c) Statement of Income (Loss). (d) Statement of Changes in Financial (c) Statement of Changes in Stockholder (f) Statement of Changes in Liabilities	e boxes):  Condition.  ers' Equity or Partners' or Sole Proprietors' Capital.
Notary Public  This report ** contains (check all applicable (a) Facing Page.  (b) Statement of Financial Condition.  (c) Statement of Income (Loss).  (d) Statement of Changes in Financial (c) Statement of Changes in Stockholder (f) Statement of Changes in Liabilities (g) Computation of Net Capital.	e boxes):  Condition.  ers' Equity or Partners' or Sole Proprietors' Capital.  Subordinated to Claims of Creditors.
Notary Public  This report ** contains (check all applicable (a) Facing Page.  (b) Statement of Financial Condition.  (c) Statement of Income (Loss).  (d) Statement of Changes in Financial (c) Statement of Changes in Stockholder (f) Statement of Changes in Liabilities (g) Computation of Net Capital.  (h) Computation for Determination of Financial (h)	e boxes):  Condition. ers' Equity or Partners' or Sole Proprietors' Capital. Subordinated to Claims of Creditors.  Reserve Requirements Pursuant to Rule 15c3-3.
Notary Public  This report ** contains (check all applicable (a) Facing Page.  (b) Statement of Financial Condition.  (c) Statement of Income (Loss).  (d) Statement of Changes in Financial (c) Statement of Changes in Stockholder (f) Statement of Changes in Liabilities (g) Computation of Net Capital.  (h) Computation for Determination of Formula (i) Information Relating to the Possess	Condition. ers' Equity or Partners' or Sole Proprietors' Capital. Subordinated to Claims of Creditors. Reserve Requirements Pursuant to Rule 15c3-3.
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Notary Public  This report ** contains (check all applicable (a) Facing Page.  (b) Statement of Financial Condition.  (c) Statement of Income (Loss).  (d) Statement of Changes in Financial (c) (e) Statement of Changes in Stockholder (f) Statement of Changes in Liabilities (g) Computation of Net Capital (h) Computation for Determination of Four Information Relating to the Possess (i) A Reconciliation, including appropring Computation for Determination of the Computation of the Computa	Condition. ers' Equity or Partners' or Sole Proprietors' Capital. Subordinated to Claims of Creditors.  Reserve Requirements Pursuant to Rule 15c3-3. sion or Control Requirements Under Rule 15c3-3. riate explanation of the Computation of Net Capital Under Rule 15c3-3 and the the Reserve Requirements Under Exhibit A of Rule 15c3-3.
Notary Public  This report ** contains (check all applicable (a) Facing Page.  (b) Statement of Financial Condition.  (c) Statement of Income (Loss).  (d) Statement of Changes in Financial (c) (e) Statement of Changes in Stockholder (f) Statement of Changes in Liabilities (g) Computation of Net Capital (h) Computation for Determination of Formula (i) Information Relating to the Possess (j) A Reconciliation, including appropriation for Determination of the (k) A Reconciliation between the audite	Condition. ers' Equity or Partners' or Sole Proprietors' Capital. Subordinated to Claims of Creditors.  Reserve Requirements Pursuant to Rule 15c3-3. sion or Control Requirements Under Rule 15c3-3. riate explanation of the Computation of Net Capital Under Rule 15c3-3 and the
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BARBARA A. CARDINALE NOTARY PUBLIC STATE OF MARYLAND BALTIMORE COUNTY MY COMMISSION EXPIRES AUGUST 1, 2004

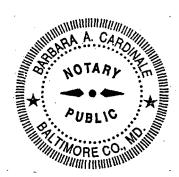


Exhibit I Page 2 of 14

**FORM** X-17A-5

# **FOCUS REPORT**

(Financial and Operational Combined Uniform Single Report)

### Part IIA Quarterly 17a-5(a)

INFORMATION REQUIRED OF BROKERS AND DEALERS PURSUANT TO RULE 17

Select a filing method:			Basic 6	Alterna	ate C [0011]	
Name of Broker Dealer:	TLS FINAN	CIAL SERVI	CES, INC.		SEC File Number:	<b>8.</b> 3766
Address of Principal Place of		920 PROV			ozo i no itamor.	[0014
Business:			[0020]			-
	TD C	MD MD	21286-		Firm ID:	19625
<del></del>		WSON MD [0021] [0022]	2977			[0015
			[0023]			
For Period Beginning 10/01/200 [002	- <del>-</del>		2 <u>003</u> 0025]			**************************************
Name and telephone number of pe	erson to contac	t in regard to	this report:			
[002	erson to contac	t in regard to	this report: (410) 825-129			· <del>Upo · Propo</del>
Name and telephone number of per Name: THOMAS L. SCHMIDT -	erson to contac PRESIDENT [0030]	t in regard to Phone:	this report:			-
Name and telephone number of pe Name: THOMAS L. SCHMIDT - Name(s) of subsidiaries or affiliates	erson to contac PRESIDENT [0030] consolidated i	t in regard to Phone:  In this report:	this report: (410) 825-129			
Name and telephone number of per Name: THOMAS L. SCHMIDT -	erson to contac PRESIDENT [0030] consolidated i	t in regard to Phone:	this report: (410) 825-129 [003	-		
Name and telephone number of per Name: _THOMAS L. SCHMIDT - Name(s) of subsidiaries or affiliates Name:	erson to contac PRESIDENT [0030] consolidated i	t in regard to Phone: in this report: Phone:	this report: (410) 825-129 [003:	-		
Name and telephone number of pe Name: THOMAS L. SCHMIDT - Name(s) of subsidiaries or affiliates	erson to contac PRESIDENT [0030] consolidated i	t in regard to Phone: in this report: Phone:	this report: (410) 825-129 [003	1] 3]		
Name and telephone number of per Name:THOMAS L . SCHMIDT Name(s) of subsidiaries or affiliates Name:	erson to contactor PRESIDENT [0030] consolidated in [0032]	t in regard to Phone:  n this report: Phone: Phone:	0025] this report: (410) 825-129 [003:	1] 3]		
Name and telephone number of per Name:THOMAS L . SCHMIDT Name(s) of subsidiaries or affiliates Name:	erson to contactor PRESIDENT [0030] consolidated in [0032]	t in regard to Phone:  n this report: Phone: Phone:	this report: (410) 825-129 [003:	1] 		
Name and telephone number of per Name:THOMAS L . SCHMIDT Name(s) of subsidiaries or affiliates Name:	PRESIDENT [0030] consolidated i [0034]	t in regard to Phone:  n this report: Phone: Phone:	this report: (410) 825-129 [003:	1] 		

### **ASSETS**

2. Receivables from brokers or dealers:  A. Clearance [0295]		*		Allowable	Non-Allowable	Total
1. Cash				34,690		34,6
or dealers:  A. Clearance account  B. Other  Clearance account  1,998  1,198  1	1.	Cash			•	[07:
## B. Other   1,998   1,198	2.					
B. Other		A.		[0295]		
3. Receivables from non-customers [0355] [0600] [08  4. Securities and spot commodities owned, at market value:  A. Exempted securities [0419]  C. Options [0420]  D. Other securities [0424]  E. Spot commodities (0430) [06  5. Securities and/or other investments not readily marketable:  A. At cost  [0130]  B. At estimated fair value [0440] [0610] [08  6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]		_				1,9
customers (0593) (0500) (0500) (0500)  4. Securities and spot commodities owned, at market value:  A. Exempted securities (0419)  C. Options (0420)  D. Other securities (0424)  E. Spot commodities (0430)  5. Securities and/or other investments not readily marketable:  A. At cost  [0130]  B. At estimated fair value (0440) (0610) (06  6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]		В.	Other	[0300]	[0550]	80]
commodities owned, at market value:  A. Exempted securities [0419]  C. Options [0420]  D. Other securities [0424]  E. Spot commodities [0430]  5. Securities and/or other investments not readily marketable:  A. At cost  [0130]  B. At estimated fair value [0440] [0610] [08  6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]	3.			[0355]	[0600]	[08
B. Debt securities [0419] C. Options [0420] D. Other securities [0424] E. Spot commodities [0430]  5. Securities and/or other investments not readily marketable:  A. At cost  [0130] B. At estimated fair value [0440] [0610] [08 6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]	4.	commod	lities owned, at		,	
C. Options [0420]  D. Other securities [0424]  E. Spot commodities [0430] [065  5. Securities and/or other investments not readily marketable:  A. At cost  [0130]  B. At estimated fair value [0440] [0610] [066  6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities		A.	Exempted securities	[0418]		
D. Other securities [0424]  E. Spot commodities [0430] [055  5. Securities and/or other investments not readily marketable:  A. At cost  [0130]  B. At estimated fair value [0440] [0610] [0650]  6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities		В.	Debt securities	[0419]		
E. Spot commodities [0430] [0650]  5. Securities and/or other investments not readily marketable:  A. At cost  [0130]  B. At estimated fair value [0440] [0610] [0650]  5. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities		C.	Options	[0420]		
commodities  5. Securities and/or other investments not readily marketable:  A. At cost  [0130]  B. At estimated fair value [0440] [0610] [08  6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]		D.	Other securities	[0424]		
investments not readily marketable:  A. At cost  [0130]  B. At estimated fair value  [0440]  [0610]  [08]  Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]		E.	Spot commodities	[0430]		30]
[0130]  B. At estimated fair value [0440] [0610] [08  6. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]	5.	investme	ents not readily			
B. At estimated fair value [0440] [0610] [08  5. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]		A.	At cost			
fair value  5. Securities borrowed under subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]		<u> </u>	[0130]			
subordination agreements and partners' individual and capital securities accounts, at market value:  A. Exempted securities  [0150]	٠	В.	At estimated fair value	[0440]	[0610]	[08
A. Exempted securities	<b>5</b> .	subordir and part and cap	nation agreements ners' individual ital securities	[0460]	[0630]	30]
			Exempted			
		<del></del>				
B. Other securities			[0150]			
		В.	Other securities	·		

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7.	Secured demand notes market value of collateral:	[0470]	[0640]	0 [0890]
	A. Exempted securities			
			•	
	[0170]			
	B. Other securities			
	[0180]			
8.	Memberships in exchanges:			
	A. Owned, at market			
	[0190]			
	B. Owned, at cost		[0650]	
	C. Contributed for use of the company, at market value		[0660]	[0900]
9.	Investment in and			0
•	receivables from affiliates, subsidiaries and	[0480]	[0670]	[0910]
	associated partnerships			0
10.		[0490]	[0680]	[0920]
	equipment, leasehold improvements and rights			
	under lease agreements, at cost-net of accumulated	·		
	depreciation and amortization			
				0
11.	Other assets	[0535]	[0735]	[0930]
12.		36,688	0	36,688
	TOTAL ASSETS	[0540]	[0740]	[0940]

# LIABILITIES AND OWNERSHIP EQUITY

	Liabilities	A.I. Liabilities	Non-A.l. Liabilities	Total
13.	Bank loans payable	[1045]	[1255]	<u>0</u> [1470]
14.	Payable to brokers or dealers:			
	A. Clearance account	[1114]	[1315]	[1560]
	B. Other	[1115]	[1305]	<u>0</u> [1540]
15.	Payable to non-customers	[1155]	[1355]	<u>0</u> [1610]
16.	Securities sold not yet purchased, at market value		[1360]	[1620]
17.	Accounts payable, accrued liabilities, expenses and other	1,001 [1205]	[1385]	1,001 [1685]
18.	Notes and mortgages payable:			
	A. Unsecured	[1210]		[1690]
	B. Secured	[1211]	[1390]	[1700]
19.	Liabilities subordinated to claims of general creditors:			
	A. Cash borrowings:		[1400]	<u>0</u> [1710]
	1. from outsiders			
	2. Includes equity subordination (15c3-1(d)) of			
	[0980]			+ - <b>*</b>
	B. Securities borrowings, at market value:		[1410]	<u>0</u> [1720]
	from outsiders			
	[0990]			
	C. Pursuant to secured demand note collateral agreements:		[1420]	<u>0</u> [1730]
	1. from outsiders			

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[1000]

2. Includes equity subordination (15c3-1(d)) of

[1010]

D. Exchange memberships contributed for use of company, at market [1430] [1740] value Accounts and other borrowings not qualified for net capital [1220] [1440] [1750] purposes 1,001 20. 1,001 [1450] TOTAL LIABLITIES [1230] [1760]

### **Ownership Equity**

		Total
21.	Sole proprietorship	[1770]
22.	Partnership (limited partners	[1780]
23.	Corporations:	
	A. Preferred stock	[1791]
	B. Common stock	100 [1792]
	C. Additional paid-in capital	28,731 [1793]
-	D. Retained earnings	6,856 [1794]
	E. Total	35,687 [1795]
	F. Less capital stock in treasury	[1796]
24.	TOTAL OWNERSHIP EQUITY	35,687 [1800]
25.	TOTAL LIABILITIES AND OWNERSHIP EQUITY	36, 688 [1810]

## STATEMENT OF INCOME (LOSS)

	Period Be	ginning 10/01/2003 Period Ending 12/31/2003 Number of mor [3932] [3933]	1 (3931)
REV	ENUE		
1.	Commis	sions:	
	a.	Commissions on transactions in exchange listed equity securities executed on an exchange	[3935]
	b.	Commissions on listed option transactions	[3938]
	c.	All other securities commissions	[3939]
٠	d.	Total securities commissions	[3940]
2.	Gains or	losses on firm securities trading accounts	
	a.	From market making in options on a national securities exchange	[3945]
	b.	From all other trading	[3949]
	_		0
;	C.	Total gain (loss)	[3950]
3.	Gains or	losses on firm securities investment accounts	[3952]
4.	Profit (lo	ss) from underwriting and selling groups	[3955]
5.	Revenue	e from sale of investment company shares	11,518
6.		lities revenue	Appendix
0.	Commo	miles revenue	[3990]
7.	Fees for	account supervision, investment advisory and administrative services	[3975]
8.	Other re	venue	[3995]
9.	Total rev		11,518
	ENSES		[4030]
<b>∟</b> ∕∖i	LITOLO		18,548
10.	Salaries	and other employment costs for general partners and voting stockholder officers	[4120]
11.	Other er	: iployee compensation and benefits	1,471
• • •	0.1101 01		[4115]
12.	Commis	sions paid to other broker-dealers	[4140]
13.	Interest	expense	[4075]
	a.	Includes interest on accounts subject to subordination agreements [4070]	
14.	Regulato	ory fees and expenses	1,849 [4195]
4=	Other	·	5,821
15.	Other ex	penses	[4100]
			27,689

16.	Total expenses	[4200]
NET	INCOME	
17.	Net Income(loss) before Federal Income taxes and items below (Item 9 less Item 16)	-16,171 [4210]
18.	Provision for Federal Income taxes (for parent only)	[4220]
19.	Equity in earnings (losses) of unconsolidated subsidiaries not included above	[4222]
	a. After Federal income taxes of [4238]	
20.	Extraordinary gains (losses)	[4224]
<b>(</b> 's	a. After Federal income taxes of [4239]	
21.	Cumulative effect of changes in accounting principles	[4225]
22.	Net income (loss) after Federal income taxes and extraordinary items	-16,171 [4230]
MONT	THLY INCOME	
23.	Income (current monthly only) before provision for Federal income taxes and extraordinary items	2,178 [4211]

### **EXEMPTIVE PROVISIONS**

25.	If an exemption from Rule such exemption is based	15c3-3 is claime	ed, identify below the section upo	on which	
	A. (k)		e da a a adea a a a central a a a a a a 185 a		[4550
	(T)—Limited bu	siness (mutual	funds and/or variable annuitie	s only)	·
	B. (k) (2)(i)–"Special maintained	Account for the	Exclusive Benefit of custome	rs"	[4560
	C. (k)				[4570
	(2)(ii)—All custo on a fully discl	osed basis. Nar	ns cleared through another br ne of clearing firm(s)	oker-dealer	
	Clearing Firm	SEC#s	Name		Product Code
	8-	<del></del>	·	<del></del> ,	[4335E
	•	[4335A]		[4335A2]	
	8			***********	[43350
		[4335C]		[4335C2]	
	8-	[4335E]		[4335E2]	[4335F
	8.	•		[4335E2]	[4335H
	0	[4335G]		[4335G2]	[40001]
	8-				[4335]
		[43351]		[433512]	•
	D. (k) (3)–Exempted	by order of the	Commission	[400012]	<b>⊏</b> <sub>[45</sub>

### **COMPUTATION OF NET CAPITAL**

4	Tatal au	manahin anyih farm Olaterra i af Fire		At a. a	35,687
1.	lotalov	nership equity from Statement of Fina	ncial Condi	tion	[3480]
2.	Deduct	ownership equity not allowable for Net	Capital		[3490]
3.	Total ov	mership equity qualified for Net Capita	· ·		<u>35, 687</u> [3500]
4.	Add:				
	A,	Liabilities subordinated to claims in computation of net capital	of general	creditors allowable	<u>0</u> [3520]
	B.	Other (deductions) or allowable cr	edits (List)	)	
		[3525A]		[3525B]	
		[3525C]	•	[3525D]	2
		[3525E]	•	[3525F]	[3525]
5.	Total ca	pital and allowable subordinated			<u>35, 687</u> [3530]
6.	Deduction	ons and/or charges:			
	A.	Total nonallowable assets from Statement of Financial Condition (Notes B and C)		[3540]	
	В.	Secured demand note deficiency		[3590]	
	C.	Commodity futures contracts and spot commodities - proprietary capital charges		[3600]	
	D.	Other deductions and/or charges		[3610]	[3620]
7.	Other a	dditions and/or credits (List)			
		[3630A]		[3630B]	
		[3630C]	•	[3630D]	_
		[3630E]		[3630F]	[3630]
8.	Net cap	ital before haircuts on securities s			35,687 (3640)
9.		on securities (computed, where ble, pursuant to 15c3-1(f)):			
	A.	Contractual securities commitments	-	[3660]	
	В.	Subordinated securities borrowings		[3670]	
	C.	Trading and investment securities:			

	1. Exempted securities	[3735]	
	2. Debt securities	[3733]	
	3. Options	[3730]	
	4. Other securities	[3734]	
	D. Undue Concentration	[3650]	
	E. Other (List)	[5555]	
	L. Other (List)		
	[3736A]	[3736B]	
	[3736C]	[3736D]	4
	[3736E]	[3736F]	
•		0	0
		[3736]	[3740]
10.	Net Capital		35, 687 [3750]
12. 13.	Minimum dollar net capital requirement of reporting broand minimum net capital requirement of subsidiaries caccordance with Note(A)  Net capital requirement (greater of line 11 or 12)		5,000 [3758] 5,000
			[3760] 30,687
14.	Excess net capital (line 10 less 13)		[3770]
15.	Excess net capital at 1000% (line 10 less 10% of line 1	19)	35, 586 [3780]
	COMPUTATION OF ACC	REGATE INDEBTEDNESS	
	COMPUTATION OF AGG	REGATE INDEBTEDNESS	
16.	Total A.I. liabilities from Statement of Financial Condition		1,001 [3790]
17.	Add:		
	A. Drafts for immediate credit	[3800]	
	Market value of securities     borrowed for which no     equivalent value is paid or     credited	[3810]	
	C. Other unrecorded amounts (List)		

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		ER RATIOS		effekt mullikala effikklussonskapskussonskap spychologia vy jedenostyk povin vy
20.	Percentage of aggregate indebtedness to net capital (line 19 / line 10)		%	[3850]
19.	Total aggregate indebtedness			1,001 [3840]
		[3820]		[3830]
		0		.0
	[3820E]	[3820F]	•	
	[3820C]	[3820D]		
	[3820A]	[3820B]		

21. Percentage of debt to debt-equity total computed in accordance with Rule 15c3-1(d)

% <u>0</u> [3860]

### SCHEDULED WITHDRAWALS

Ownership Equity and Subordinated Liabilities maturing or proposed to be withdrawn within the next six months and accruals, (as defined below), which have not been deducted in the computation of Net Capital.

Type of Proposed Withdrawal or Accrual [4600]	Name of Lender or Contributor	Insider or Outsider	Amount to be Withdrawn (cash amount and/or Net Capital Value of Securities)	Withdrawal or Maturity Date (MMDDYYYY)	to
[4500]	[4601]	[4602]	[4603]	[4604]	[4605]
_ [4610]					
	[4611]	[4612]	[4613]	[4614]	[4615]
_ [4620]	[4621]	[4622]	[4623]	[4624]	[4625]
[4630]		[4022]	[4025]	[+024]	[4020]
= (		[4632]	[4633]	[4634]	[4635]
_ [4640]			·		
	[4641]	[4642]	[4643]	[4644]	[4645]
_ [4650]	[4651]	[4652]	[4653]	[4654]	[4655]
[4660]	[4001]	[4002]	[4005]	[4004]	[4000]
_ ( .000]	[4661]	[4662]	[4663]	[4664]	[4665]
[4670]			· · · · · · · · · · · · · · · · · · ·		
•	[4671]	[4672]	[4673]	[4674]	[4675]
_ [4680]	[4694]	[4682]	[4683]	[4684]	[4685]
[4690]	[4001]	[4002]	(4003)	[4004]	[4000]
_ [ ,000]	[4691]	[4692]	[4693]	[4694]	[4695]
		TOTAL	0		
		\$	[4600]		
			[4699] Omit Pennies		
			Onn remnes		

Instructions Detail listing must include the total of items maturing during the six month period following the report date, regardless of whether or not the capital contribution is expected to be renewed. The schedule must also include proposed capital withdrawals scheduled within the six month period following the report date including the proposed redemption of stock and payments of liabilities secured by fixed assets (which are considered allowable assets in the capital computation pursuant to Rule 15c3-1(c)(2)(iv)), which could be required by the lender on demand or in less than six months.

Withdrawal Code	Description
1	Equity Capital
2	Subordinated Liabilities
3	Accruals
4	15c3-1(c)(2)(iv) Liabilities

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### STATEMENT OF CHANGES

		STATEMENT OF CHANGES IN OWNE (SOLE PROPRIETORSHIP, PARTNERSHIP		
1.	Balance,	beginning of period	-	51,858 [4240]
	Α.	Net income (loss)	-	-16,171 [4250]
	В.	Additions (includes non-conforming capital of	[4262] )	[4260]
	C.	Deductions (includes non-conforming capital of	[4272] )	[4270]
2.	Balance	end of period (From item 1800)  STATEMENT OF CHANGES IN LIABILITIE	- ES SUBORDINATED	35, 687 [4290]
		TO CLAIMS OF GENERAL CRI		
3.	Balance,	beginning of period	-	[4300]
	A:	Increases	_	[4310]
	В.	Decreases	-	[4320]
4.	Balance,	end of period (From item 3520)	-	<u>0</u> [4330]

# STATEMENT PERTAINING TO EXEMPTIVE PROVISIONS UNDER 15c3-3(k) December 31, 2003

### Computation for Determination of Reserve Requirement Under Exhibit A of Rule 15c3-3

Member exempt under 15c3-3(k).

Information Relating to Possession and Control Requirements Under Rule 15c3-3

Member exempt under 15c3-3(k).



# Report of Independent Accountants on Internal Control as Required by SEC Rule 17a-5

To the Stockholder TLS Financial Services, Inc.

In planning and performing our audit of the financial statements and supplemental schedules for TLS Financial Services, Inc. (the Company) for the year ended December 31, 2003, we considered its internal control, including control activities for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining, compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications, and comparisons
- 2. Recordation of differences required by Rule 17a-13
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related c osts of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit the preparation of financial statements in accordance with accounting principles generally accepted in the United States of America. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.



Because of inherent limitations in internal control or the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in internal control that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that errors or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2003, to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, management, the SEC, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Clifton Gunderson UP

February 14, 2004 Baltimore, Maryland



INDEPENDENT AUDITOR'S REPORT, FINANCIAL STATEMENTS AND SUPPLEMENTAL INFORMATION

**December 31, 2003** 

# December 31, 2003

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### **Independent Auditor's Report**

The Stockholder of TLS Financial Services, Inc.

We have audited the statement of financial condition of TLS Financial Services, Inc. as of December 31, 2003, and the related statements of income, changes in stockholder's equity and cash flows for the year then ended that you are filing pursuant to Rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of TLS Financial Services, Inc. as of December 31, 2003, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Exhibits I and II is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

February 14, 2004 Baltimore, Maryland



# STATEMENT OF FINANCIAL CONDITION December 31, 2003

### **Assets**

Cash	\$34,690
Commissions receivable	1,998
Office furniture and equipment, net of accumulated depreciation of \$3,943	
Total assets	<u>\$36,688</u>
Liabilities and Stockholder's Equity	
<u>Liabilities</u> Commissions payable	\$1,001
Stockholder's Equity Capital stock - \$1 par value; authorized 100,000 shares; 100 shares issued and outstanding Additional paid-in capital Retained earnings	100 28,731 <u>6,856</u>
Total stockholder's equity	35,687
Total liabilities and stockholder's equity	<u>\$36,688</u>

### STATEMENT OF INCOME Year Ended December 31, 2003

Income	
Commissions	<u>\$74,940</u>
Expenses	
Commissions paid	53,035
Depreciation	90
Professional fees	4,979
Rent	7,169
Postage	800
Supplies	174
Insurance	994
Travel and entertainment	519
Other expenses	797
1	
Total expenses	68,557
1	<del></del>
Net income	<u>\$ 6,383</u>

### STATEMENT OF CHANGES IN STOCKHOLDER'S EQUITY Year Ended December 31, 2003

	Common Stock	Additional Paid-in <u>Capital</u>	Retained Earnings
Balance - December 31, 2002	\$100	\$28,371	\$6,107
Distributions	-	-	(5,634)
Net income			6,383
Balance - December 31, 2003	<u>\$100</u>	<u>\$28,371</u>	<u>\$6,856</u>

### STATEMENT OF CASH FLOWS Year Ended December 31, 2003

Cash Flows from Operating Activities	
Commissions received	\$ 73,619
Commissions paid	(52,373)
Cash paid for operating expenses	(15,432)
Net cash provided by operating activities	5,814
Net easi provided by operating activities	5,014
Cook Flaves from Einsprains Astivities	
Cash Flows from Financing Activities	(5 (24)
Distribution to partner	(5,634)
Not increase in seal.	100
Net increase in cash	180
	24.510
Cash - beginning of year	<u>34,510</u>
Cosh and african	£24.600
Cash - end of year	<u>\$34,690</u>
Reconciliation of Net Income to	
Net Cash Provided by Operating Activities	
Net income	\$ 6,383
	\$ 0,363
Adjustments	00
Depreciation	90
Changes in Assets and Liabilities	44.004
Increase in commissions receivable	(1,321)
Increase in commissions payable	<u>662</u>
Net cash provided by operating activities	<u>\$ 5,814</u>

### NOTES TO FINANCIAL STATEMENTS December 31, 2003

### Note 1 - Significant Accounting Policies

TLS Financial Services, Inc. (a member of the NASD) commenced activities to operate as a brokerage entity in December 1986. The Company's accounting records are maintained on the accrual basis. The accounting and tax year is the calendar year.

The Company has elected to be treated as an S Corporation for tax purposes; therefore, no tax provision has been provided.

Office furniture and equipment are recorded at cost less accumulated depreciation. Depreciation is computed on the straight-line method, based on the estimated useful life of five years.

For purposes of the statement of cash flows, cash includes deposits at a financial institution.

### Note 2 - Net Capital Requirements

The Company is subject to the Securities and Exchange Commission uniform net capital rule (Rule 15c3-1), which requires the maintenance of a minimum amount of net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1.

At December 31, 2003, the Company had net capital and net capital requirements of approximately \$35,687 and \$5,000, respectively. The Company's aggregate indebtedness to net capital ratio was .03 to 1.

### Note 3 - Risks, Estimates and Assumptions

### Concentrations of Credit Risk

Financial instruments that potentially subject the company to significant concentrations of credit risk consist principally of cash.

The Company maintains cash and cash equivalents with one financial institution. As part of its cash management process, the Company performs periodic evaluations of the relative credit standing of the financial institution.

### NOTES TO FINANCIAL STATEMENTS December 31, 2003

### Note 3 - Risks, Estimates and Assumptions - Continued

### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

### Note 4 - Related Party

TLS Advisory Services, Inc., a related party through common ownership, leases the office spaced used by the Company. During the year ended December 31, 2003, the Company began paying TLS Advisory Services, Inc. \$500 per month under a month-to-month arrangement for their use of office space. Rent expense under this agreement for the year ended December 31, 2003 was \$6,000.

TLS FINANCIAL SERVICES, INC.

SUPPLEMENTAL INFORMATION

December 31, 2003